

# Manpower Personnel and Training Analyses Support (MPTA)

## Volume III: Cost/Price Proposal

In Response To: RFP #: 9Q2SDSRST001

Prepared for: General Services Administration  
Acquisition Operations Division (AOD)  
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Date: April 30, 2012



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## MANPOWER, PERSONNEL, TRAINING AND ANALYSIS SUPPORT

### Volume III. Cost/Price Volume

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## **Section 1 – Introduction**

### ***Overview of Price Proposal***

Section 1 includes this overview. In response to Section 4.2.4 (Summary of Estimating System), we have included in Section 3 under Price Proposal Data a description of each of our major cost elements used in our standard estimating system. There were no deviations from those procedures in the preparation of this proposal volume. We are audited by Defense Contract Audit Agency (DCAA) annually and our purchasing, billing, and accounting systems have been reviewed and approved.

Section 2 includes the completed Section B and Exhibits A through E of the RFP as requested with loaded composite category rates and hours. A summary of Exhibits A through E as well as the detail backup of the rate calculations is also included in this section. We have used the RFP hours as the weighting factor adding up to the total hours per category. We also proposed a rate for a category not shown in the Solicitation, namely, A002AF Expert Contributor (Analytic) for Government facilities. Detail provided by our proposed subcontractors is also included in this section along with commitment letters from proposed consultants. Sealed submissions from three (3) of our proposed subcontractors are being forwarded to you with our proposal. One sealed submissions from our proposed subcontractor, (b) (4), is being directly sent to the Government's attention. We have requested a sealed submission from (b) (4) and they indicate that they feel their rates are reasonable and therefore are not submitting a sealed submission package.

Details of data used and assumptions made in the price proposal are found in Section 3. We have also included a Total Compensation Plan for Professional Employees as requested in Section 4.2.10. Costing for the Sample SOT follows this section.

## Section 2 – Cost Formats

### *Schedule B and Exhibits A through E with Summary*

HUMAN RESOURCES RESEARCH ORGANIZATION (HumRRO)  
MANPOWER PERSONNEL AND TRAINING ANALYSES SUPPORT (MPTA)  
SECTION B - SUPPLIES OR SERVICES AND PRICES

Solicitation # 9Q2SDSRST001

April 30, 2012

ITEM NO	CLIN 0001 - CLIN 4002	AMOUNT
0001 Off-Site	Base Period, 1 June 2012 - 30 May 2013, FFP Orders Incorporating rates and prices in Exhibit A for year of performance	NET AMOUNT (b) (4)
0002 On-Site	Base Period, 1 June 2012 - 30 May 2013, FFP Orders Incorporating rates and prices in Exhibit A for year of performance	NET AMOUNT (b) (4)
1001 Off-Site	Option Year 1, 1 June 2013 - 30 May 2014, FFP Orders incorporating rates and prices in Exhibit B for year of performance	NET AMOUNT (b) (4)
1002 On-Site	Option Year 1, 1 June 2013 - 30 May 2014, FFP Orders incorporating rates and prices in Exhibit B for year of performance	NET AMOUNT (b) (4)
2001 Off-Site	Option Year 2, 1 June 2014 - 30 May 2015, FFP Orders incorporating rates and prices in Exhibit C for year of performance	NET AMOUNT (b) (4)
2002 On-Site	Option Year 2, 1 June 2014 - 30 May 2015, FFP Orders incorporating rates and prices in Exhibit C for year of performance	NET AMOUNT (b) (4)
3001 Off-Site	Option Year 3, 1 June 2015 - 30 May 2016, FFP Orders incorporating rates and prices in Exhibit D for year of performance	NET AMOUNT (b) (4)
3002 On-Site	Option Year 3, 1 June 2015 - 30 May 2016, FFP Orders incorporating rates and prices in Exhibit D for year of performance	NET AMOUNT (b) (4)
4001 Off-Site	Option Year 4, 1 June 2016 - 30 May 2017, FFP Orders incorporating rates and prices in Exhibit E for year of performance	NET AMOUNT (b) (4)
4002 On-Site	Option Year 4, 1 June 2016 - 30 May 2017, FFP Orders incorporating rates and prices in Exhibit E for year of performance	NET AMOUNT (b) (4)
<b>Total Estimated Price</b>		(b) (4)

HUMAN RESOURCES RESEARCH ORGANIZATION (HumRRO)  
MANPOWER PERSONNEL AND TRAINING ANALYSES SUPPORT (MPTA)  
C-9 TO C-13, EXHIBITS A TO E (PRICES FOR BASE PERIOD AND OPTION PERIOD YEARS 1-4)

Solicitation # 9Q2SDSRST001

April 30, 2012

CLIN 9001 - CLIN 9005	ESTIMATED MANHOURS/ YEAR	TOTAL ESTIMATED PRICE
C-9 Exhibit A (Hours & Price for Base Year)	76,479	(b) (4)
C-10 Exhibit B (Hours & Price for Option Year One (1))	79,229	(b) (4)
C-11 Exhibit C (Hours & Price for Option Year Two (2))	82,082	(b) (4)
C-12 Exhibit D (Hours & Price for Option Year Three (3))	85,039	(b) (4)
C-13 Exhibit E (Hours & Price for Option Year Four (4))	88,100	(b) (4)
<b>Total Estimated Price</b>	<b>410,929</b>	(b) (4)

HUMAN RESOURCES RESEARCH ORGANIZATION (HumRRO)  
MANPOWER PERSONNEL AND TRAINING ANALYSES SUPPORT (MPTA)  
C-9, EXHIBIT A (BASE YEAR RATES & PRICES)

Solicitation # 9Q2SDSRST001

April 30, 2012

CLIN 9001 EXHIBIT LINE ITEM NO./DESCRIPTION	ESTIMATED MANHOURS/ YEAR	LOADED RATE	TOTAL ESTIMATED PRICE
<b>OFF-SITE RATES (CONTRACTOR'S FACILITY)</b>			
A001AA/Expert Contributor (Behavioral)	4,455	(b) (4)	(b) (4)
A001AB/Task Leader/Senior Contributor (Behavioral)	7,425		
A001AC/Mid-Range Technical Contributor (Behavioral)	7,425		
A001AD/Junior Technical Contributor (Behavioral)	3,564		
A001AE/Expert Contributor (Analytic)	4,455		
A001AF/Task Leader/Senior Contributor (Analytic)	6,683		
A001AG/Task Leader/Senior Contributor (Data Coll. Oper.)	2,970		
A001AH/Mid-Range Technical Contributor (Data Coll. Oper.)	1,782		
A001AJ/Junior Technical Contributor (Data Coll. Oper.)	1,485		
A001AK/Data Collection Supervisor	891		
A001AL/Data Collection Senior Technician	1,782		
A001AM/Data Collection Technician	1,782		
A001AN/Senior Technical Editor	1,782		
A001AP/Mid-Level Technical Editor	743		
A001AQ/Junior Technical Editor	297		
A001AR/Production Staff	743		
A001AS/Mid-Range Technical Contributor (Analytic)	2,079		
A001AT/Junior Technical Contributor (Analytic)	2,079		
A001AU/Programming & Analytic Support Staff	2,079		
<b>TOTAL OFF-SITE CLINS</b>	<b>54,501</b>		(b) (4)
<b>ON-SITE RATES (GOVERNMENT'S FACILITY)</b>			
A002AA/Mid-Range Technical Contributor (Analytic)	5,940	(b) (4)	(b) (4)
A002AB/Junior Technical Contributor (Analytic)	5,940		
A002AC/Programming & Analytic Support Staff	5,940		
A002AD/Mid-Range Technical Contributor (Behavioral)	2,079		
A002AE/Mid-Level Technical Editor	2,079		
A002AF/Expert Contributor (Analytic)	0		
<b>TOTAL ON-SITE CLINS</b>	<b>21,978</b>		(b) (4)
<b>TOTAL CLINS</b>	<b>76,479</b>		(b) (4)
Estimated Material Costs (As provided by Government) *		0	
(b) (4)		0	
Total Estimated Material Costs			0
Estimated Travel Costs (As provided by Government) *		0	
(b) (4)		0	
Total Estimated Travel Costs			0
<b>Total Estimated Price (Including Travel and Material)</b>			(b) (4)

HUMAN RESOURCES RESEARCH ORGANIZATION (HumRRO)  
MANPOWER PERSONNEL AND TRAINING ANALYSIS SUPPORT (MPTA)  
C-10, EXHIBIT B (OPTION YEAR ONE RATES & PRICES)

Solicitation # 9Q2SDSRST001

April 30, 2012

CLIN 9002 EXHIBIT LINE ITEM NO./DESCRIPTION	ESTIMATED MANHOURS/ YEAR	LOADED RATE	TOTAL ESTIMATED PRICE
<b>OFF-SITE RATES (CONTRACTOR'S FACILITY)</b>			
B001AA/Expert Contributor (Behavioral)	4,615	(b) (4)	(b) (4)
B001AB/Task Leader/Senior Contributor (Behavioral)	7,692		
B001AC/Mid-Range Technical Contributor (Behavioral)	7,692		
B001AD/Junior Technical Contributor (Behavioral)	3,692		
B001AE/Expert Contributor (Analytic)	4,615		
B001AF/Task Leader/Senior Contributor (Analytic)	6,923		
B001AG/Task Leader/Senior Contributor (Data Coll. Oper.)	3,077		
B001AH/Mid-Range Technical Contributor (Data Coll. Oper.)	1,846		
B001AJ/Junior Technical Contributor (Data Coll. Oper.)	1,538		
B001AK/Data Collection Supervisor	923		
B001AL/Data Collection Senior Technician	1,846		
B001AM/Data Collection Technician	1,846		
B001AN/Senior Technical Editor	1,846		
B001AP/Mid-Level Technical Editor	769		
B001AQ/Junior Technical Editor	308		
B001AR/Production Staff	769		
B001AS/Mid-Range Technical Contributor (Analytic)	2,154		
B001AT/Junior Technical Contributor (Analytic)	2,154		
B001AU/Programming & Analytic Support Staff	2,154		
<b>TOTAL OFF-SITE CLINS</b>	<b>56,459</b>		(b) (4)
<b>ON-SITE RATES (GOVERNMENT'S FACILITY)</b>			
B002AA/Mid-Range Technical Contributor (Analytic)	6,154	(b) (4)	(b) (4)
B002AB/Junior Technical Contributor (Analytic)	6,154		
B002AC/Programming & Analytic Support Staff	6,154		
B002AD/Mid-Range Technical Contributor (Behavioral)	2,154		
B002AE/Mid-Level Technical Editor	2,154		
B002AF/Expert Contributor (Analytic)	0		
<b>TOTAL ON-SITE CLINS</b>	<b>22,770</b>		(b) (4)
<b>TOTAL CLINS</b>	<b>79,229</b>		(b) (4)
Estimated Material Costs (As provided by Government) *		0	
(b) (4)		0	
Total Estimated Material Costs			0
Estimated Travel Costs (As provided by Government) *		0	
(b) (4)		0	
Total Estimated Travel Costs			0
<b>Total Estimated Price (Including Travel and Material)</b>			(b) (4)



HUMAN RESOURCES RESEARCH ORGANIZATION (HumRRO)  
MANPOWER PERSONNEL AND TRAINING ANALYSIS SUPPORT (MPTA)  
C-11, EXHIBIT C (OPTION YEAR TWO RATES & PRICES)

Solicitation # 9Q2SDSRST001

April 30, 2012

CLIN 9003 EXHIBIT LINE ITEM NO./DESCRIPTION	ESTIMATED MANHOURS/ YEAR	LOADED RATE	TOTAL ESTIMATED PRICE
<b>OFF-SITE RATES (CONTRACTOR'S FACILITY)</b>			
C001AA/Expert Contributor (Behavioral)	4,782	(b) (4)	(b) (4)
C001AB/Task Leader/Senior Contributor (Behavioral)	7,969		
C001AC/Mid-Range Technical Contributor (Behavioral)	7,969		
C001AD/Junior Technical Contributor (Behavioral)	3,825		
C001AE/Expert Contributor (Analytic)	4,782		
C001AF/Task Leader/Senior Contributor (Analytic)	7,172		
C001AG/Task Leader/Senior Contributor (Data Coll. Oper.)	3,188		
C001AH/Mid-Range Technical Contributor (Data Coll. Oper.)	1,913		
C001AJ/Junior Technical Contributor (Data Coll. Oper.)	1,594		
C001AK/Data Collection Supervisor	956		
C001AL/Data Collection Senior Technician	1,913		
C001AM/Data Collection Technician	1,913		
C001AN/Senior Technical Editor	1,913		
C001AP/Mid-Level Technical Editor	797		
C001AQ/Junior Technical Editor	319		
C001AR/Production Staff	797		
C001AS/Mid-Range Technical Contributor (Analytic)	2,231		
C001AT/Junior Technical Contributor (Analytic)	2,231		
C001AU/Programming & Analytic Support Staff	2,231		
<b>TOTAL OFF-SITE CLINS</b>	<b>58,495</b>		(b) (4)
<b>ON-SITE RATES (GOVERNMENT'S FACILITY)</b>			
C002AA/Mid-Range Technical Contributor (Analytic)	6,375	(b) (4)	(b) (4)
C002AB/Junior Technical Contributor (Analytic)	6,375		
C002AC/Programming & Analytic Support Staff	6,375		
C002AD/Mid-Range Technical Contributor (Behavioral)	2,231		
C002AE/Mid-Level Technical Editor	2,231		
C002AF/Expert Contributor (Analytic)	0		
<b>TOTAL ON-SITE CLINS</b>	<b>23,587</b>		(b) (4)
<b>TOTAL CLINS</b>	<b>82,082</b>		(b) (4)
Estimated Material Costs (As provided by Government) *		0	
(b) (4)		0	
Total Estimated Material Costs			0
Estimated Travel Costs (As provided by Government) *		0	
(b) (4)		0	
Total Estimated Travel Costs			0
<b>Total Estimated Price (Including Travel and Material)</b>			(b) (4)



HUMAN RESOURCES RESEARCH ORGANIZATION (HumRRO)  
MANPOWER PERSONNEL AND TRAINING ANALYSIS SUPPORT (MPTA)  
C-12, EXHIBIT D (OPTION YEAR THREE RATES & PRICES)

Solicitation # 9Q2SDSRST001

April 30, 2012

CLIN 9004 EXHIBIT LINE ITEM NO./DESCRIPTION	EST MATED MANHOURS/ YEAR	LOADED RATE	TOTAL EST MATED PRICE
<b>OFF-SITE RATES (CONTRACTOR'S FACILITY)</b>			
D001AA/Expert Contributor (Behavioral)	4,954	(b) (4)	(b) (4)
D001AB/Task Leader/Senior Contributor (Behavioral)	8,256		
D001AC/Mid-Range Technical Contributor (Behavioral)	8,256		
D001AD/Junior Technical Contributor (Behavioral)	3,963		
D001AE/Expert Contributor (Analytic)	4,954		
D001AF/Task Leader/Senior Contributor (Analytic)	7,431		
D001AG/Task Leader/Senior Contributor (Data Coll. Oper.)	3,302		
D001AH/Mid-Range Technical Contributor (Data Coll. Oper.)	1,981		
D001AJ/Junior Technical Contributor (Data Coll. Oper.)	1,651		
D001AK/Data Collection Supervisor	991		
D001AL/Data Collection Senior Technician	1,981		
D001AM/Data Collection Technician	1,981		
D001AN/Senior Technical Editor	1,981		
D001AP/Mid-Level Technical Editor	826		
D001AQ/Junior Technical Editor	330		
D001AR/Production Staff	826		
D001AS/Mid-Range Technical Contributor (Analytic)	2,312		
D001AT/Junior Technical Contributor (Analytic)	2,312		
D001AU/Programming & Analytic Support Staff	2,312		
<b>TOTAL OFF-SITE CLINS</b>	<b>60,600</b>		(b) (4)
<b>ON-SITE RATES (GOVERNMENT'S FACILITY)</b>			
D002AA/Mid-Range Technical Contributor (Analytic)	6,605	(b) (4)	(b) (4)
D002AB/Junior Technical Contributor (Analytic)	6,605		
D002AC/Programming & Analytic Support Staff	6,605		
D002AD/Mid-Range Technical Contributor (Behavioral)	2,312		
D002AE/Mid-Level Technical Editor	2,312		
D002AF/Expert Contributor (Analytic)	0		
<b>TOTAL ON-SITE CLINS</b>	<b>24,439</b>		(b) (4)
<b>TOTAL CLINS</b>	<b>85,039</b>		(b) (4)
Estimated Material Costs (As provided by Government) *			
(b) (4)		0	
Total Estimated Material Costs			0
Estimated Travel Costs (As provided by Government) *			
(b) (4)		0	
Total Estimated Travel Costs			0
<b>Total Estimated Price (Including Travel and Material)</b>			(b) (4)

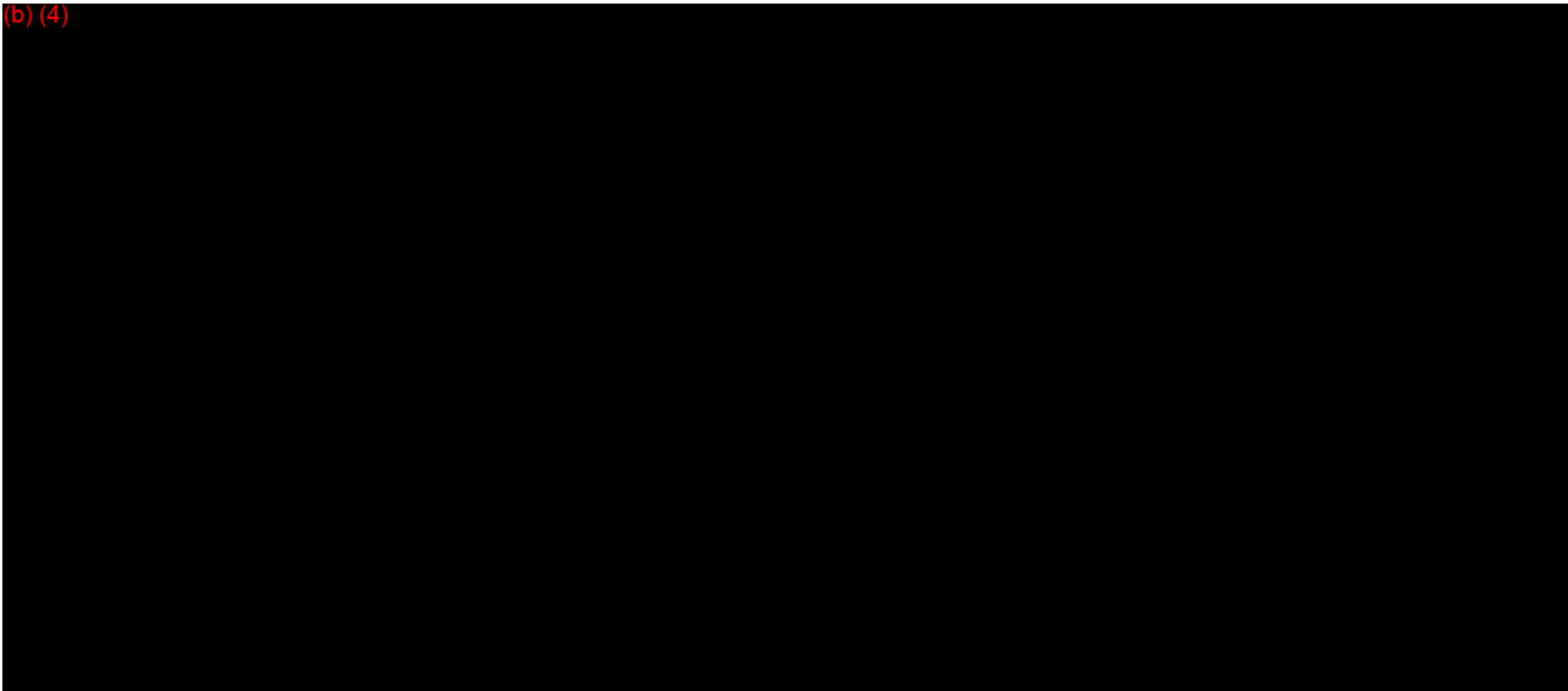
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MANPOWER PERSONNEL AND TRAINING ANALYSIS SUPPORT (MPTA)  
C-13, EXHIBIT E (OPTION YEAR FOUR RATES & PRICES)

Solicitation # 9Q2SDSRST001

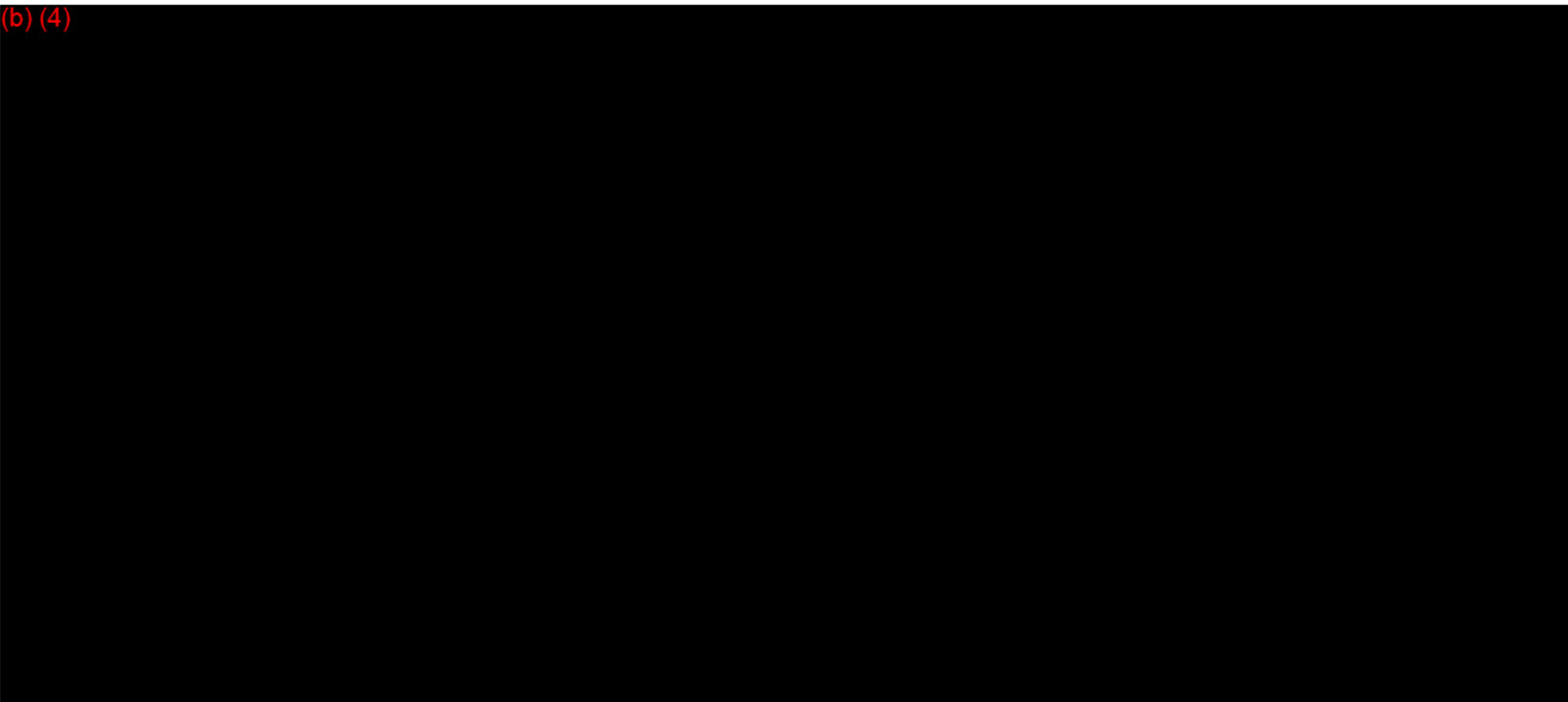
April 30, 2012

CLIN 9005 EXHIBIT LINE ITEM NO./DESCRIPTION	EST MATED MANHOURS/ YEAR	LOADED RATE	TOTAL EST MATED PRICE
<b>OFF-SITE RATES (CONTRACTOR'S FACILITY)</b>			
E001AA/Expert Contributor (Behavioral)	5,132	(b) (4)	(b) (4)
E001AB/Task Leader/Senior Contributor (Behavioral)	8,553	(4)	(b) (4)
E001AC/Mid-Range Technical Contributor (Behavioral)	8,553	(b) (4)	(b) (4)
E001AD/Junior Technical Contributor (Behavioral)	4,106	(b) (4)	(b) (4)
E001AE/Expert Contributor (Analytic)	5,132	(b) (4)	(b) (4)
E001AF/Task Leader/Senior Contributor (Analytic)	7,698	(b) (4)	(b) (4)
E001AG/Task Leader/Senior Contributor (Data Coll. Oper.)	3,421	(b) (4)	(b) (4)
E001AH/Mid-Range Technical Contributor (Data Coll. Oper.)	2,053	(b) (4)	(b) (4)
E001AJ/Junior Technical Contributor (Data Coll. Oper.)	1,711	(b) (4)	(b) (4)
E001AK/Data Collection Supervisor	1,026	(b) (4)	(b) (4)
E001AL/Data Collection Senior Technician	2,053	(b) (4)	(b) (4)
E001AM/Data Collection Technician	2,053	(b) (4)	(b) (4)
E001AN/Senior Technical Editor	2,053	(b) (4)	(b) (4)
E001AP/Mid-Level Technical Editor	855	(b) (4)	(b) (4)
E001AQ/Junior Technical Editor	342	(b) (4)	(b) (4)
E001AR/Production Staff	855	(b) (4)	(b) (4)
E001AS/Mid-Range Technical Contributor (Analytic)	2,395	(b) (4)	(b) (4)
E001AT/Junior Technical Contributor (Analytic)	2,395	(b) (4)	(b) (4)
E001AU/Programming & Analytic Support Staff	2,395	(b) (4)	(b) (4)
<b>TOTAL OFF-SITE CLINS</b>	<b>62,781</b>		<b>(b) (4)</b>
<b>ON-SITE RATES (GOVERNMENT'S FACILITY)</b>			
E002AA/Mid-Range Technical Contributor (Analytic)	6,843	(b) (4)	(b) (4)
E002AB/Junior Technical Contributor (Analytic)	6,843	(b) (4)	(b) (4)
E002AC/Programming & Analytic Support Staff	6,843	(b) (4)	(b) (4)
E002AD/Mid-Range Technical Contributor (Behavioral)	2,395	(b) (4)	(b) (4)
E002AE/Mid-Level Technical Editor	2,395	(b) (4)	(b) (4)
E002AF/Expert Contributor (Analytic)	0	(b) (4)	(b) (4)
<b>TOTAL ON-SITE CLINS</b>	<b>25,319</b>		<b>(b) (4)</b>
<b>TOTAL CLINS</b>	<b>88,100</b>		<b>(b) (4)</b>
Estimated Material Costs (As provided by Government) *		0	
(b) (4)		0	
Total Estimated Material Costs			0
Estimated Travel Costs (As provided by Government) *		0	
(b) (4)		0	
Total Estimated Travel Costs			0
<b>Total Estimated Price (Including Travel and Material)</b>			<b>(b) (4)</b>

***Backup to Exhibits A through E***



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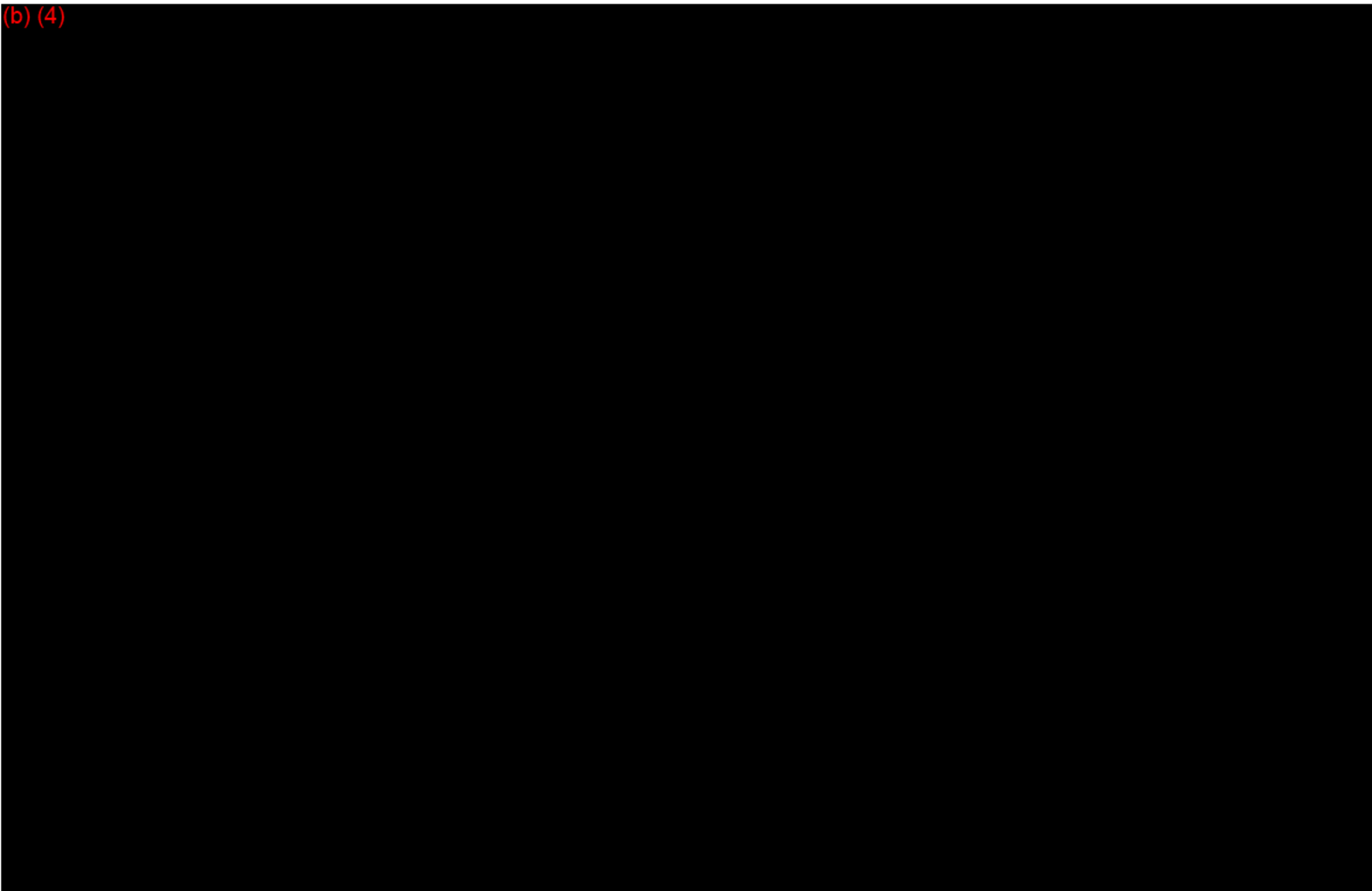


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(b) (4)



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(b) (4)



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(b) (4)

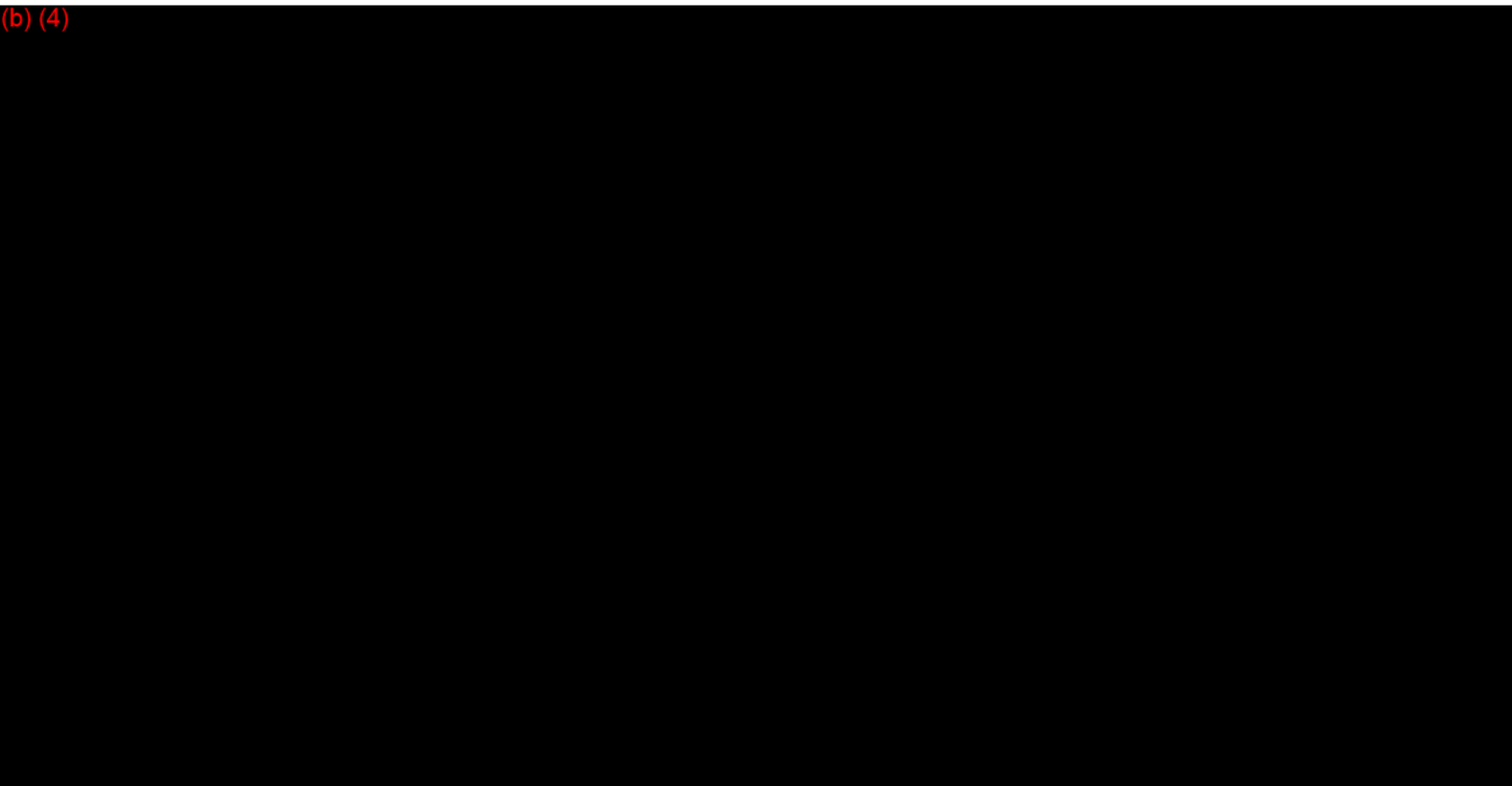


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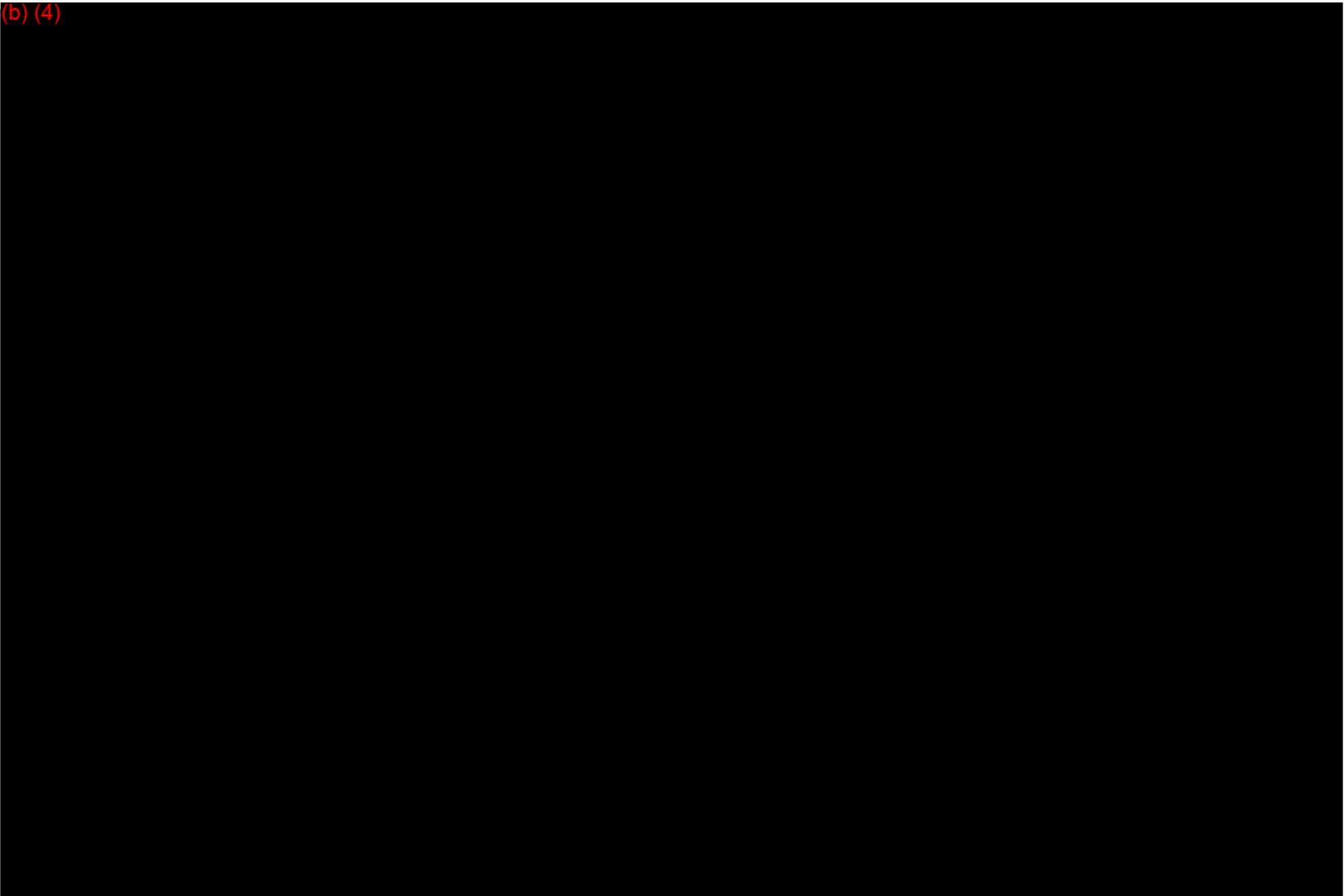
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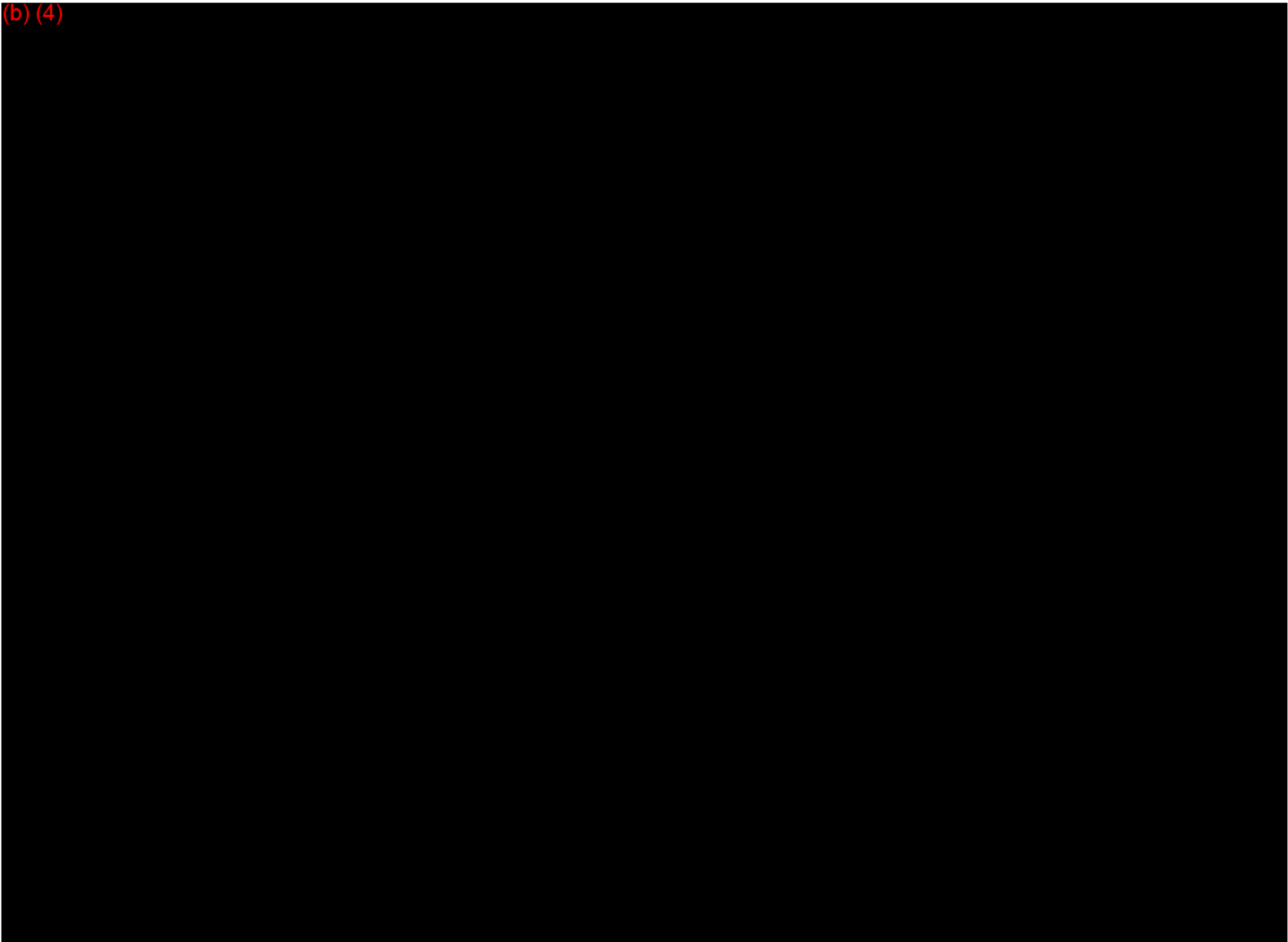
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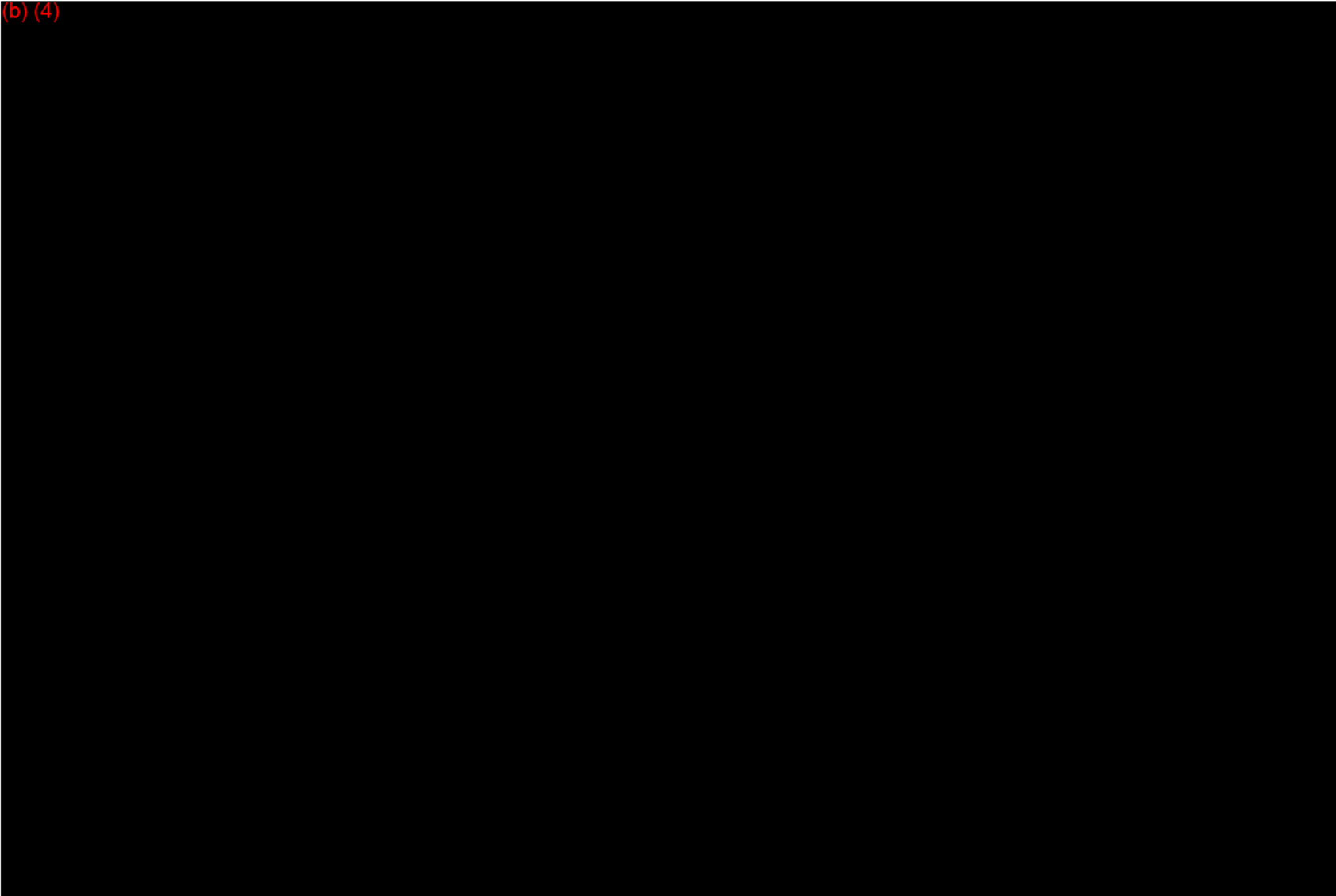
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(b) (4)



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(b) (4)

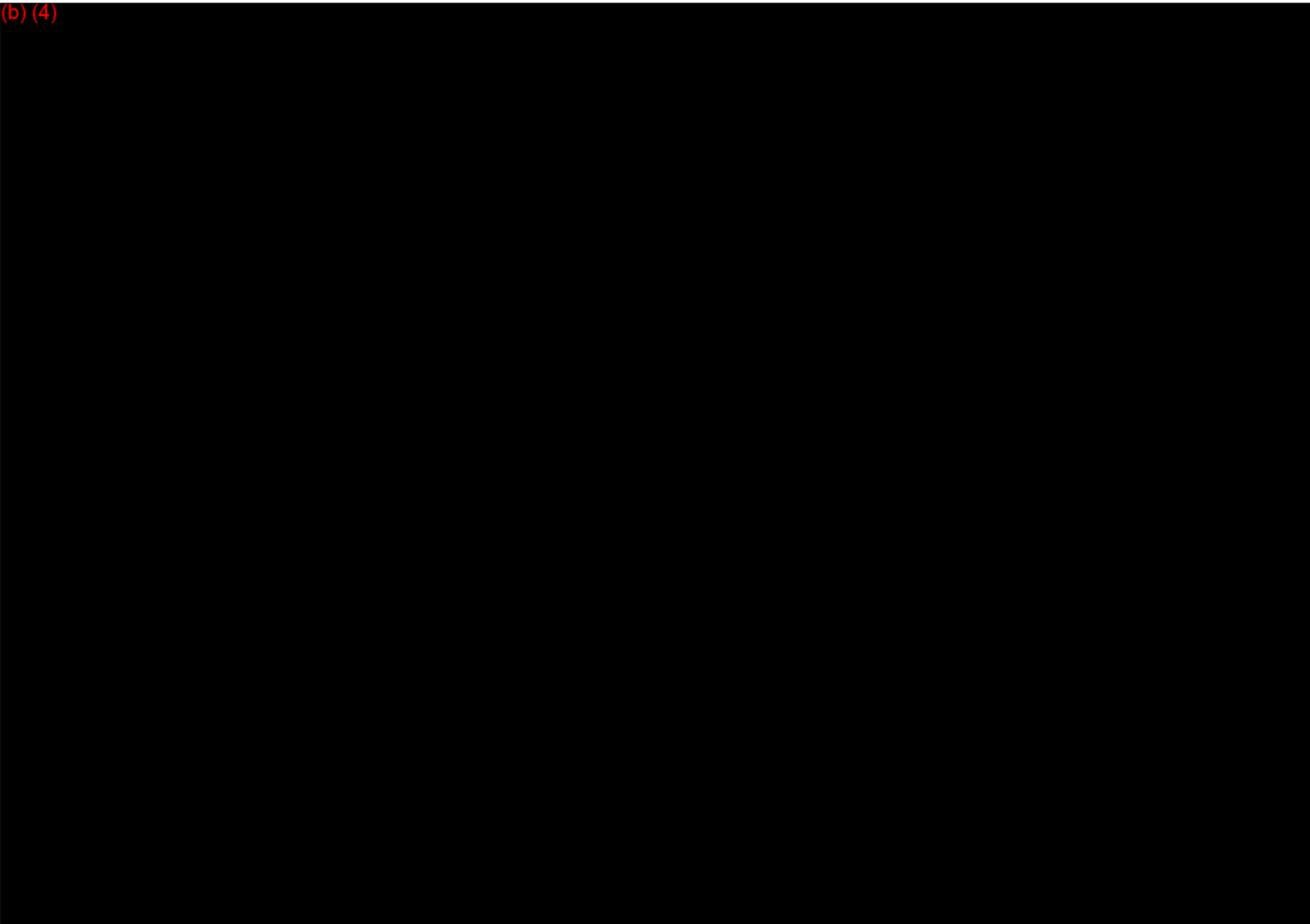


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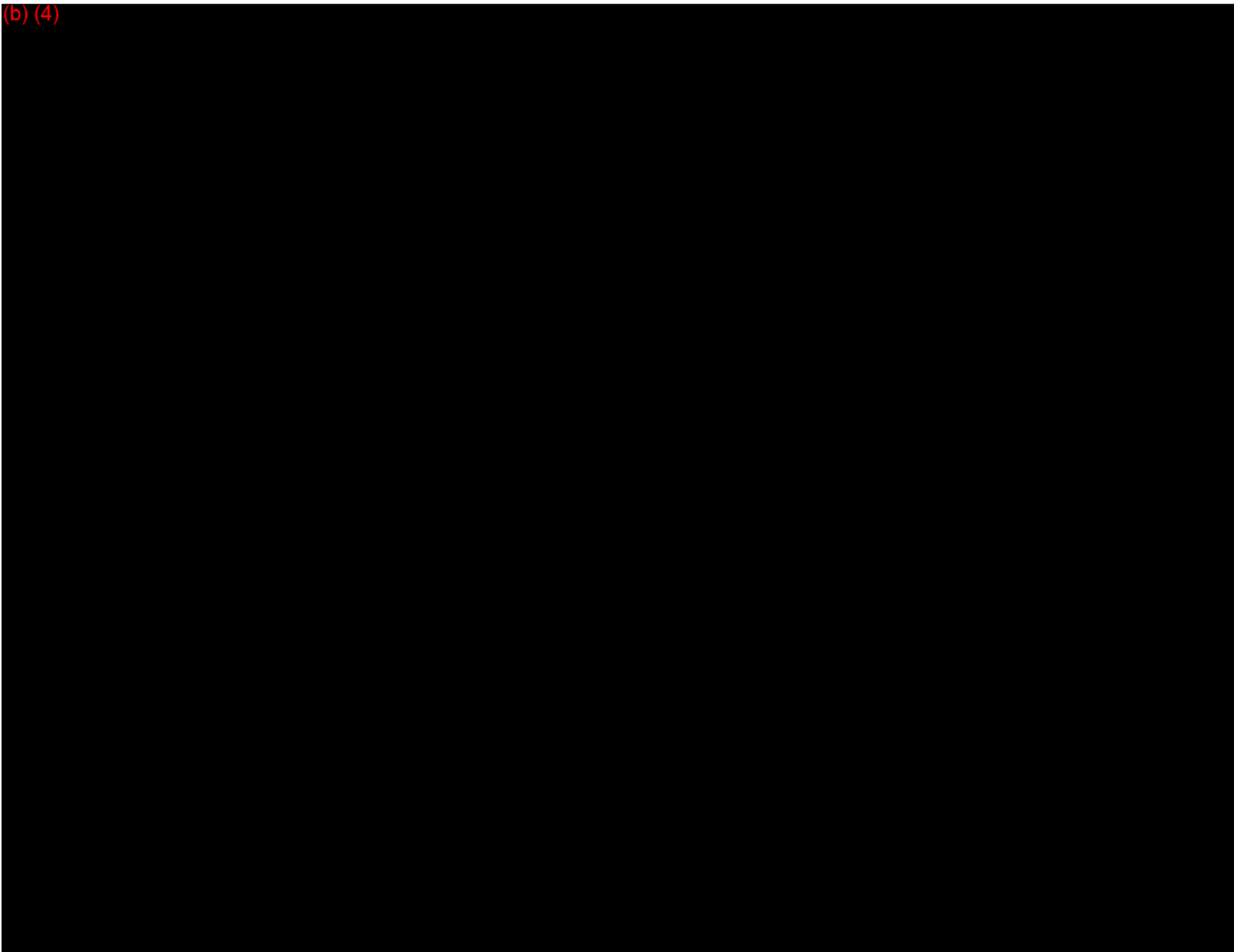
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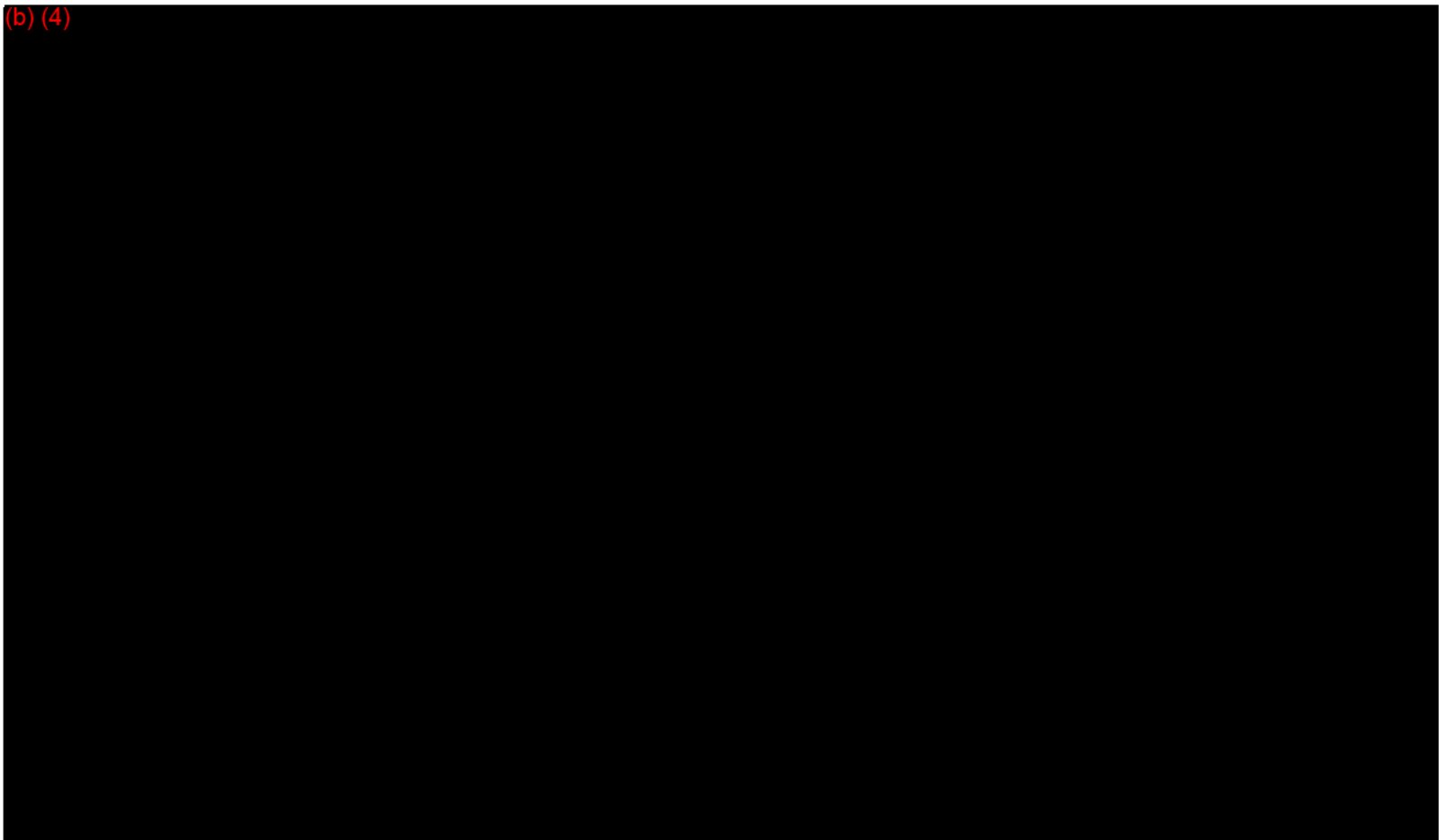


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(b) (4)



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(b) (4)

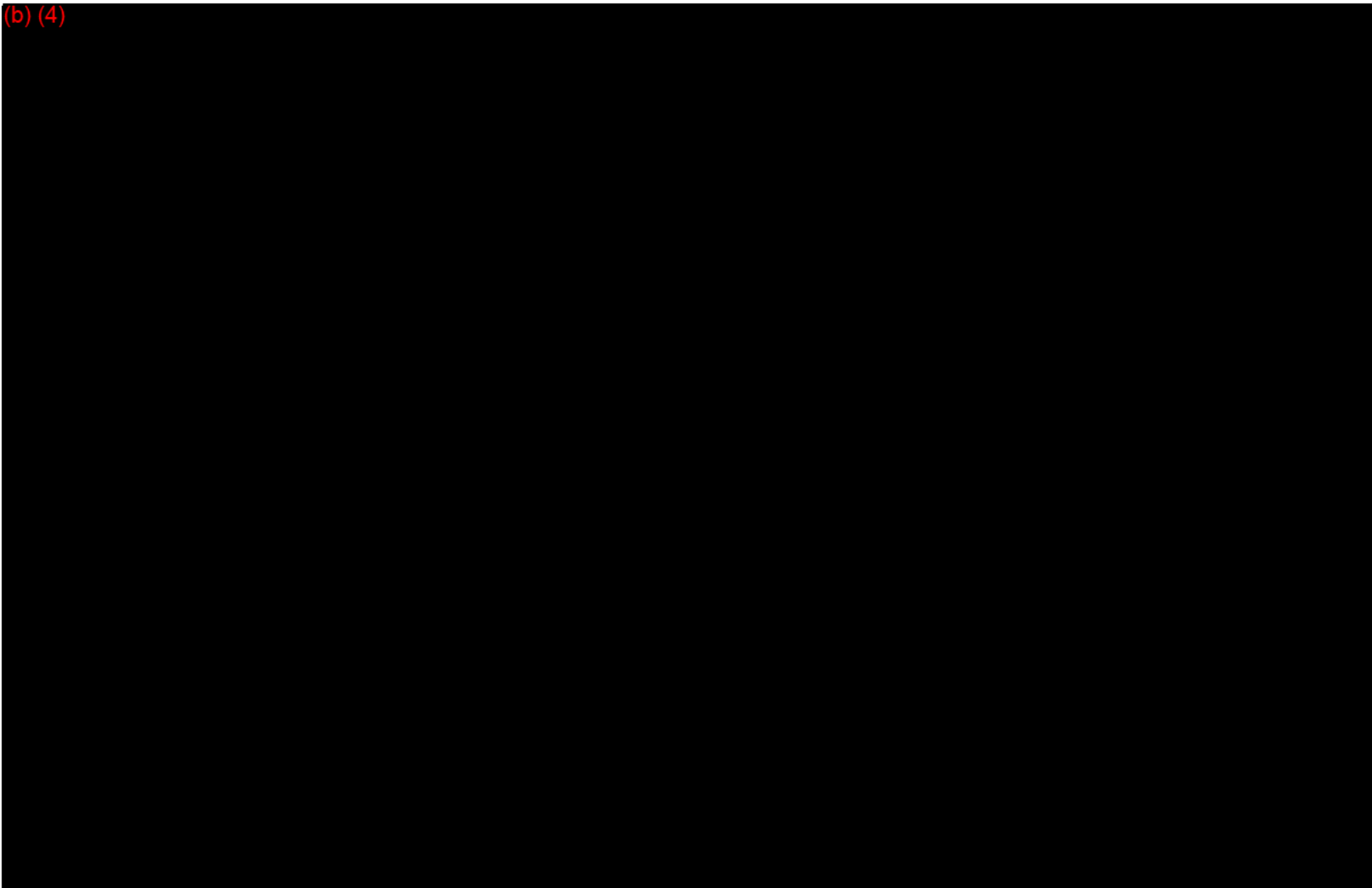


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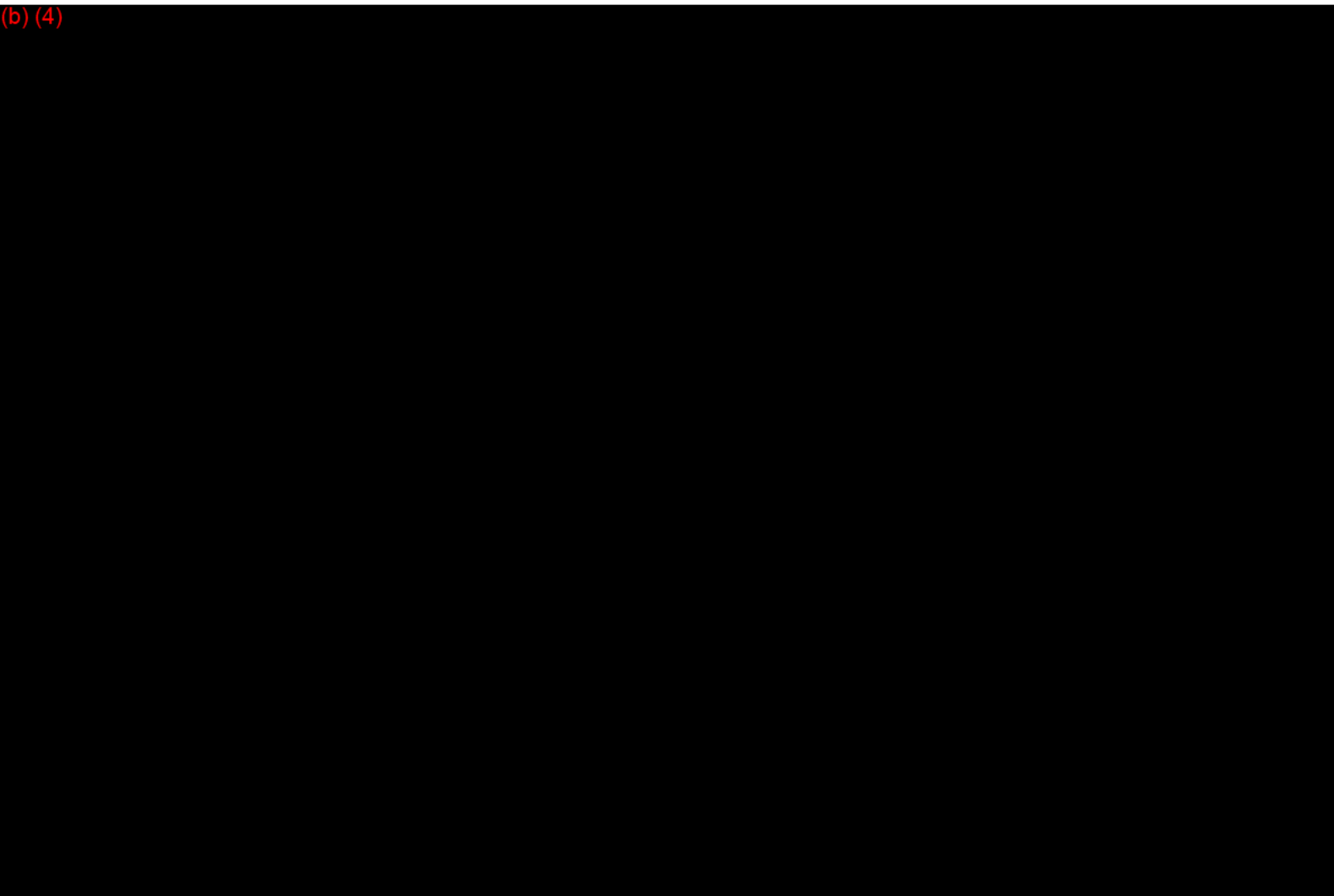
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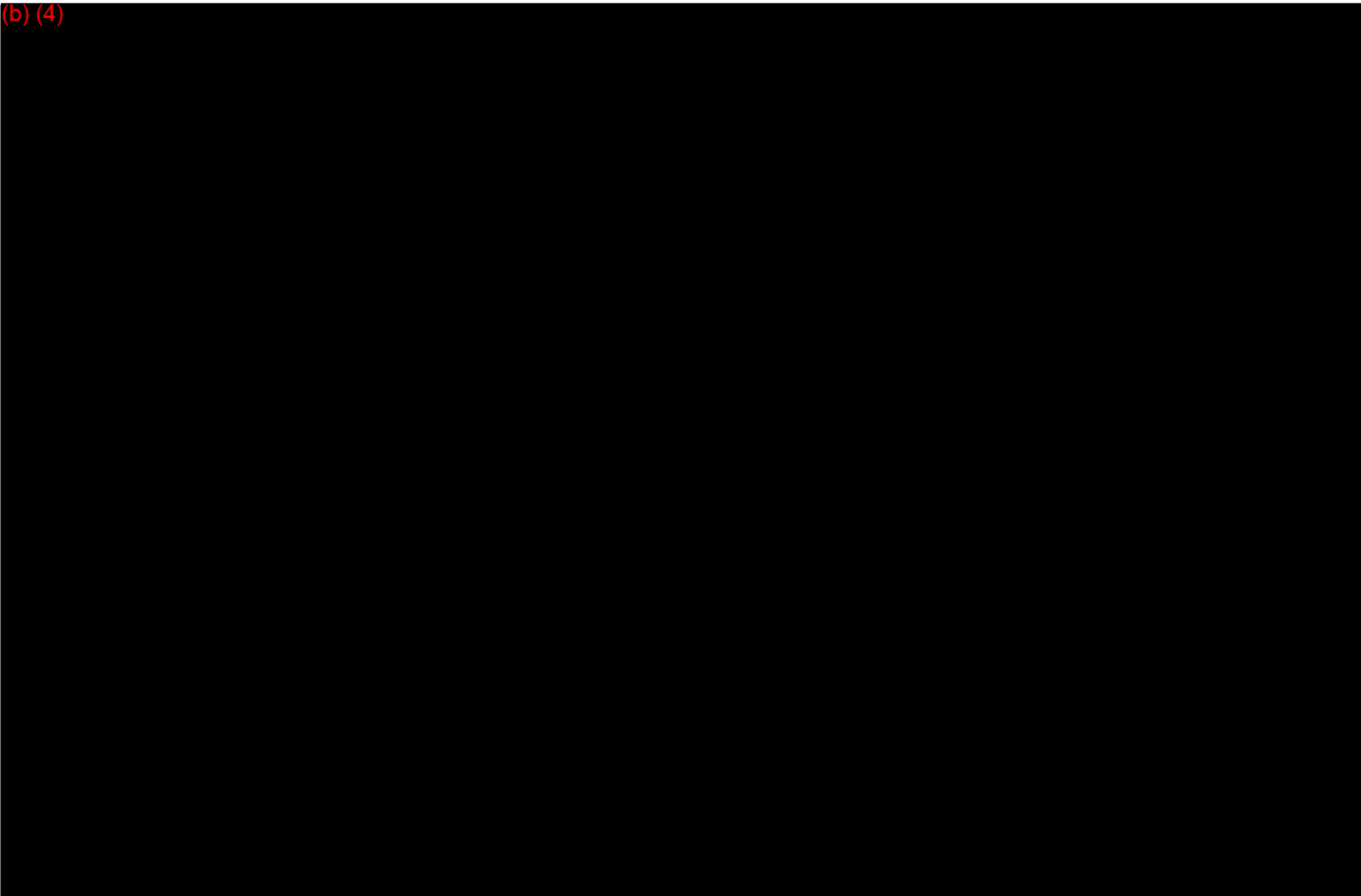


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(b) (4)



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## ***Subcontractor Costs***




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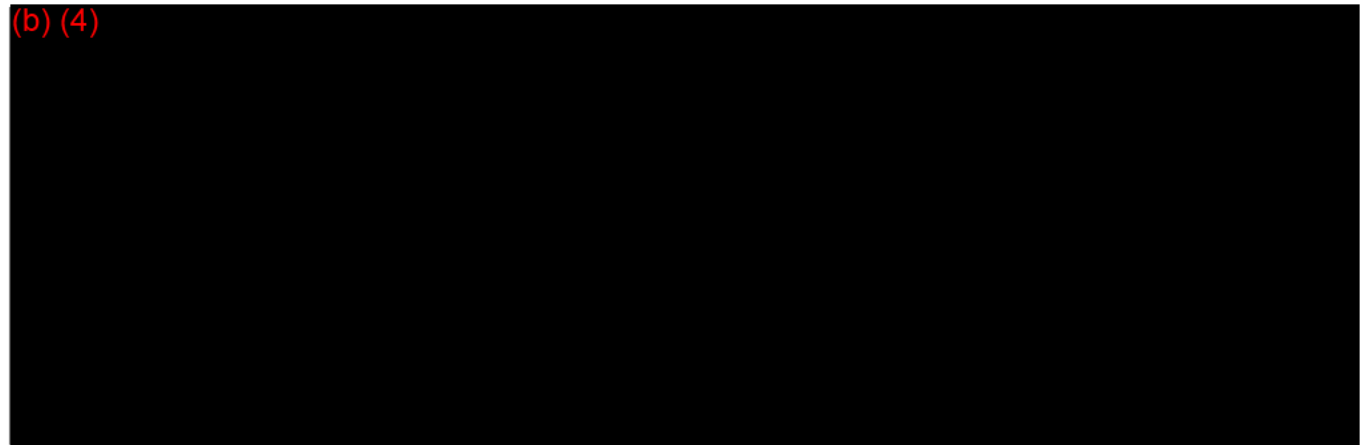
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## **Cost Proposal in Response to Statement of Task (SOT)**



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